

FASTWIN Admin Tool Attribute Group Update - Microsoft Internet Explorer

Attribute Group Update

Category ID	Group ID	Group Order	Group Name
1:Deal Notes	17	1	Solution and Business Climate
1:Deal Notes	18	2	Other Deal Notes
2:Channel Conflict	11	1	Are there Multiple resellers bidding?
2:Channel Conflict	12	2	Is distributor earning their margin?
2:Channel Conflict	13	3	Is reseller gaining their margin?
2:Channel Conflict	14	4	Is their an HP EU SR involved
2:Channel Conflict	15	5	Who is driving the sales process?
2:Channel Conflict	16	6	Other Channel Conflict Notes
3:Customer Decision Criteria/Buying Trends	25	1	Additional Customer Information
3:Customer Decision Criteria/Buying Trends	26	2	Decision Maker
3:Customer Decision Criteria/Buying Trends	1	3	Products with Ultimate performance
3:Customer Decision Criteria/Buying Trends	3	4	Products with good enough performance
3:Customer Decision Criteria/Buying Trends	2	5	Lowest cost product only

Exhibit D